



c/ Virgilio 27 Can Pastilla - CP 07610 Palma de Mallorca – Baleares - España
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Российская Федерация
Общество с ограниченной ответственностью
ООО "ТРАНЗИТНЫЙ НЕФТЕПЕРЕРАБАТЫВАЮЩИЙ ЗАВОД"
ОГРН 1167746458197 ИНН 9729006840 КПП 77291001



DATE: 3 November 2017

VALIDITY UNTIL: 3 December 2017

FULL CORPORATE OFFER CIF-FOB-DIP & PAY

We **Ofertas-commodities**, as Seller Mandate of **TRANZIT OIL REFINERY LLC**, with REF TROR/BSG657/HG2927/2017, confirms our readiness and willingness to issue a Soft Corporate Offer and then straight to Sales Purchase agreement upon acceptance of our terms and conditions stipulated herein for the below products: **JPA1, JP54, D2, AGO, D6, EN590, 500PPM, D-50ppm, MAZUT, REBCO, LCO,**

1) DIESEL-GAS OIL L0.2-62 GOST 305-82 (Diesel D2) Origin Russian

- Quantity MINIMUM 50.000MT – MAXIMUM 900.000MT x 12 months
- Price - **\$ 260-250USD Gross/ Net per MT CIF ASWP**
- Price: **\$ 235-225USD Gross/ Net per MT FOB: Rotterdam/ Houston/Primorsk -Ust - Luga**

2) MAZUT FUEL OIL 100 GOST 10585/75-99 (Mazut M100) Origin Russian

- Quantity MINIMUM 50.000MT - MAXIMUM 800.000MT x 12 months
- Price – **\$180/170 USD Gross/Net**, per MT CIF ASWP
- PRICE: **\$150-140USD Gross/Net**, per MT FOB: Rotterdam/ Houston/Primorsk

3) JET FUEL (JP A1) Origin Russian

- Quantity MINIMUM 500.000 – MAXIMUM 5.000.000Barrels x 12 months
- Price - **\$36/34USD Gross/Net** ,per BBL **CIF ASWP**
- PRICE: **\$32-30 USD** per BBL **FOB: Rotterdam/ Houston/Primorsk -Ust - Luga**

4) JET FUEL AVIATION KEROSENE COLONIAL GRADE 54 (JP54) Origin Russian

- Quantity MINIMUM 500.000 – MAXIMUM 10.000.000Barrels x 12 months
- Price - **\$36/34USD Gross/Net** ,per BBL **CIF ASWP**
- PRICE: **\$32-30 USD** per BBL **FOB: Rotterdam/ Houston/Primorsk -Ust - Luga**
- **PRICE:10\$/8 Minus Platts NEW discount /BBL FOB.**

5) D6 VIRGIN FUEL OIL Origin Russian

- Quantity 100.000.000 G. week and Maximum 800.000.000 Galons per week x 52 weeks with R/E.
- Price - **\$0,70 / 0,68USD Gross/Net** ,per GAL. **CIF ASWP**
- **On FOB Basis : Houston / Rotterdam / Primorsk. Price - USD 0,64 / 0,62\$** per Gallon

6) DIESEL EN 590 10 ppm: Origin Russian

- Quantity MINIMUM 50.000 MT – MAXIMUM 200.000 MT X 12 MONTHS
- Price - **\$265 / 255USD Gross/Net** ,per MT **CIF ASWP**
- Price - **USD 240 / 230 \$** per MT **On FOB Basis : Novorossiysk/Vladivostok/Rotterdam/ Primorsk**

7) GASOIL 500ppm / 50ppm

- Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months
- Price - **\$270/260USD Gross/Net** ,per MT **CIF ASWP**
- Price - **\$250-240 USD** per MT **FOB: Rotterdam/Primorsk Ust - Luga**

8) AGO Automotive Gas Oil Flashpoint 66..... Origin Russian

- Quantity MINIMUM 50.000 – MAXIMUM 500.000 MT x 12 months
- Price - **\$270/260USD Gross/Net** ,per MT **CIF ASWP**

9) (LCO) RUSSIAN LIGHT CYCLE OIL..... Origin Russian

- Quantity Minimum 50.000 MT Maximum 500.000 MT X MONTH with R/E.
- Price - **\$280 / 270USD Gross/Net** ,per MT **CIF ASWP**
- Price - **USD \$250 / 240 \$** per MT **On FOB Basis : Rotterdam/Primorsk- Ust - Luga**

10) (REBCO) RUSIAN EXPORT BLEND CRUDE OIL Origin Russian

- Quantity Minimum 500.000 BBL Maximum 10.000.000 BBL X MONTH with R/E.
- Price - **\$48 / 46USD Gross/Net** ,per BBL **FOB Primorsk Ust - Luga**
- **PRICE: \$8/6Minus Platts discount /BBL FOB: Primorsk Ust - Luga**

COMMISSIONS:

Commission is the difference between price GROS and price NET.

Seller pays commission to Seller Side, Buyer pays Buyer side commissions.

The Total commissions **WITH THE FOLLOWING DISTRIBUTION:**

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities. **(pay by Seller)**
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries. **(pay by Buyer)**

Specification Standard

In FOB: Injection time 2-3 days

In CIF: Shipment time 20-25 days

Inspection SGS or Equivalent

The refinery can realize and serve any variation in the specifications as products, if the Buyer asks for it in the ICPO.

Procedures: Dip & Pay FOB. *JPA1, JP54, D2, D6,*

Dip Test on Seller tank before injection into buyer hire tank

1. BUYER ISSUES ICPO + COMPANY PROFILE to the Sales Director of:

TRANZIT OIL REFINERY LLC, Mr. VICTOR KAPIN, Via: Mr. José Casas (Ofertas-commodities)

2) Seller issue Commercial Invoice (CI) for Buyer to countersign and return to Seller signed CI along TSA for Seller approval.

3) Seller Approve buyer TSA and issue POP documents to Buyer: Commitment to supply, Certificate of Origin, Q&Q done by indigenous lab at port of Origin, ATS (Authorization to Sell) License certificate, Statement of availability of product, Notice of Readiness (NOR) to Commence Injection of the Product.

4) Buyer provide to Seller Tank Storage Receipt(TSR), Authorization to Verify (ATV), Readiness to Receive Fuel (RTR) and send to Seller.

5) Seller confirm buyer tank and verify buyer tank then Seller issue to buyer Dip Test Authorization(DTA), Tank



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Storage Receipt (TSR), Authorization to Verify (ATV) to enable buyer verify the fuel in Seller tanks.

6) Buyer engages SGS to conduct Q&Q dip Test Inspection on the Product on Seller tank to check the Quality and Quantity of the fuel before injection can to take place to be sure the product match the Specification for international Standard product.

7) Seller inject fuel into buyer tank and buyer confirm the fuel and buyer Pays by MT103 against SGS report

8) Seller issue Title ownership documents to buyer

9) Seller pays commission to Seller Side, Buyer pays Buyer side commissions.

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities. (pay by Seller)
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries. (pay by Buyer)

PROCEDURES FOR CIF ASWP CONTRACT. For: JPAI, JP54, D2, D6, , MAZUT,

1. BUYER ISSUES ICPO + COMPANY PROFILE and to the Sales Director of: TRANZIT OIL REFINERY LLC, Mr. VICTOR KAPIN, Via: Mr. José Casas (Ofertas-commodities)

2. Seller issues Contract Open for Amendments.

3. Buyer counter signs and Seal the contract and sends via email to seller.

4. Seller issues Proforma Invoice and Partial POP documents to buyer via Seller official email address to Buyer Official Email address on listed below.

- Copy of License Certificate
- Copy of Statement of Availability of the product.
- Copy of Proforma Invoice, Commitment to supply, Certificate of Origin, Q&Q done by indigenous lab at port of Origin, ATS (Authorization to Sell) License certificate, Statement of availability of product.

5. Buyer within 3 banking days, buyer's bank send swift operative Irrevocable confirmed Standby Letter of credit (SBL) via Swift MT760 to seller (Fiduciary) bank outside Russia and send swift copy to Seller.

6. Seller issue 2% performance Bond to buyer for guarantee monthly shipment and commences and issue full POP and shipping documents including (against shipment documents (Q88, SGS report certificate, Bill of Lading,

- Copy of License to Export, Issued by the Department of the Ministry of Energy.
- Copy of Approval to Export, Issued by the Department of the Ministry of Justice.
- Copy of Statement of Availability of the Product.
- Copy of the Refinery Commitment to Produce the Product.
- Copy of the Transnet Contract to Transport the Product to the Port.
- Copy of the Port Storage Agreement.
- Copy of the Charter Party Agreement(S) To Transport the Product to Discharge Port.
- Dip test Authorization, Tank receipt and SGS report.
- Copy of Vessel Questionnaire 88
- Copy of Bill of Lading. K. Certificate of Origin.
- Allocation Transaction Passport Code Certificate [ATPCC]
- The customs formalities, and also test report) to buyer/bank.

7. Ship arrives at port destination port and conduct inspection on the goods and buyer release payment to seller bank after inspection at port 100% payable for each shipment within 3 banking days upon the cargo passed SGS and receipt of all the relevant payment documents.

8. Seller pays commission to Seller Side, Buyer pays Buyer side commissions.

- The 50% of total commissions - Closed to Jose Casas / Ofertas-commodities. (pay by Seller)
- The 50% of total commissions - Open to Buyer Mandate and Buyer Intermediaries. (pay by Buyer)



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PROCEDURES FOR CIF ASWP CONTRACT, FOR: LCO / EN590 / AGO / D-50PPM / 500ppm / / REBCO

1. BUYER ISSUES ICPO + COMPANY PROFILE and to the Sales Director of: TRANZIT OIL REFINERY LLC, Mr. VICTOR KAPIN, Via: Mr. José Casas (Ofertas-commodities)
2. Seller issues Contract Open for Amendments.
3. Buyer counter signs and Seal the contract and sends via email to seller.
4. Seller issue proforma invoice and Partial POP documents to buyer via Seller Official email address to Buyer official Email address on listed below
 - A. Copy of License certificate
 - B. Copy of Statement of Availability of the product.
 - C. Copy of Proforma Invoice
5. Buyer Within three (3) banking Days, Buyers bank Send Swift Operative Irrevocable Confirmed Assignable, Cashback Standby Letter of Credit fully funded (SBLC) Via Swift MT760 to Seller Fiduciary company bank outside Russia and send swift copies to Seller via email.
6. Seller issue 2%PB to buyers for Guarantee Monthly shipment and Commences and issue full POP and shipping documents Including (against shipment Documents (Q88, SGS report certificate, Bill of Lading), and also test report) to buyer/Bank.
7. Ship arrives at port destination port and conduct inspection on the goods and Buyer release payment to seller bank after inspection at port 100% payable for each shipment within 3 banking days upon the cargo passed SGS and receipt of all the relevant payment documents.
8. Seller pays commission to Seller Side, Buyer pays Buyer side commissions.
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-----WE DO NOT ACCEPT ANY ICPO WITH OTHER PROCEDURE-----

These procedures, prices and conditions, are not negotiable.

The Seller only accepts documents submitted with its format, If the Buyer's request, we can send ICPO, template used by the Seller.

Best regards: **Mr. Jose Casas**

**President of Ofertas-Commodities &
Seller Mandate of TRANZIT OIL REFINERY LLC**

REFINERY / SUPPLIER: TRANZIT OIL REFINERY LLC

REPRESENTED BY: **Mr. VICTOR KAPIN**

TITLE: **EXPORT DIRECTOR**

José Casas
Presidente







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